

# ***Y2013 3Q Investor Conference***

Nov. 08, 2013



*Smarter Solutions for a Smarter Future*

# Disclaimer

This presentation is being delivered to the recipient. The sole purpose of this presentation is to assist the recipient in understanding Wistron NeWeb Corporation ( WNC ). This presentation is not intended to form the basis of a decision to purchase securities or any other investment decision and does not constitute an offer, invitation or recommendation for the sale or purchase of securities. Neither the information contained in this presentation nor any further information made available in connection with the subject matter contained herein will form the basis of any contract.

This presentation does not purport to be comprehensive or to contain all the information that a prospective purchaser may need. The information contained herein is based on publicly available information and sources, which we believe to be reliable, but we do not represent it is accurate or complete. The recipient of this presentation must make its own investigation and assessment of the ideas and concepts presented herein. No representation, warranty or undertaking, express or implied, is or will be made or given and no responsibility or liability is or will be accepted by WNC or by any of its directors, officers, employees, agents or advisers, in relation to the accuracy or completeness of this presentation or any other written or oral information made available in connection with the ideas and concepts presented herein. Any responsibility or liability for any such information is expressly disclaimed.

This presentation is private and confidential and is being made available to the recipient on the express understanding that it will be kept confidential and that the recipient shall not copy, reproduce, distribute or pass to third parties this presentation in whole or in part at any time. This presentation is the property of WNC and the recipient agrees that it will, on request, promptly return this presentation and all other information supplied in connection with the ideas and concepts presented herein, without retaining any copies.

In furnishing this presentation, WNC undertakes no obligation to provide the recipient with access to any additional information, or to update, or to correct any inaccuracies which may become apparent in, this presentation or any other information made available in connection with the ideas and concepts presented herein.



# Y2013 Q3 Income Statement QoQ (Consolidated)

## Income Statement

NT\$:M

	2013 Q3		2013 Q2		QoQ
<b>Net Revenue</b>	10,702	100.0%	8,587	100.0%	24.63%
<b>Realized Gross Profit</b>	1,610	<b>15.05%</b>	1,217	<b>14.17%</b>	32.33%
<b>Operating Expense</b>	907	<b>8.47%</b>	833	<b>9.70%</b>	8.87%
<b>Operating Income</b>	704	<b>6.58%</b>	384	<b>4.47%</b>	83.20%
<b>Non-operating Income/(Loss)</b>	4	<b>0.04%</b>	92	<b>1.07%</b>	-95.40%
<b>PBT</b>	708	<b>6.61%</b>	476	<b>5.54%</b>	48.68%
<b>PAT</b>	554	<b>5.18%</b>	376	<b>4.38%</b>	47.47%
<b>Total shares (M)</b>	314.16		304.32		
<b>Weighted-average outstanding shares (M)</b>	313.86		304.31		
<b>EPS (@NTD/share)</b>	1.77		1.24		



# Y2013 Q3 YTD Income Statement YoY (Consolidated)

NT\$:M

## Income Statement

	2013 Q1-Q3		2012 Q1-Q3		YoY
<b>Net Revenue</b>	27,339	100.0%	26,213	100.0%	4.29%
<b>Realized Gross Profit</b>	3,920	<b>14.34%</b>	3,523	<b>13.45%</b>	11.26%
<b>Operating Expense</b>	2,525	<b>9.23%</b>	2,337	<b>8.92%</b>	8.02%
<b>Operating Income</b>	1,395	<b>5.11%</b>	1,186	<b>4.53%</b>	17.66%
<b>Non-operating Income/(Loss)</b>	147	<b>0.54%</b>	(54)	<b>-0.21%</b>	-370.30%
<b>PBT</b>	1,542	<b>5.65%</b>	1,132	<b>4.32%</b>	36.23%
<b>PAT</b>	1,210	<b>4.42%</b>	891	<b>3.40%</b>	<b>35.74%</b>
<b>Total shares (M)</b>	314.16		303.73		
<b>Weighted-average outstanding shares (M)</b>	313.54		303.31		
<b>EPS (@NTD/share)</b>	3.86		2.94		



# Y2013/09/30 Balance Sheet (Consolidated)

NT\$:M

	<u>2013/09/30</u>		<u>2012/09/30</u>		<u>YoY</u>	
Cash & ST Investments	7,300	31%	6,057	27%	1,243	<b>20.5%</b>
A/R	6,684	29%	6,098	28%	586	<b>9.6%</b>
Inventory	3,705	16%	4,146	19%	(441)	<b>-10.6%</b>
Other Current Assets	231	1%	247	1%	(16)	<b>-6.3%</b>
<b>Total Current Assets</b>	<b>17,920</b>	<b>77%</b>	<b>16,548</b>	<b>75%</b>	<b>1,372</b>	<b>8.3%</b>
LT Equity Investments	205	1%	195	1%	10	<b>5.2%</b>
Property, Plant and Equipment	4,882	21%	<b>5,119</b>	23%	(237)	<b>-4.6%</b>
Others Assets	327	1%	311	1%	16	<b>5.2%</b>
<b>Total Assets</b>	<b>23,334</b>	<b>100%</b>	<b>22,174</b>	<b>100%</b>	<b>1,161</b>	<b>5.2%</b>
ST Borrowing	2,549	11%	3,880	17%	(1,331)	<b>-34.3%</b>
A/P	6,662	29%	5,732	26%	929	<b>16.2%</b>
Other Current Liabilities	3,647	16%	1,574	7%	2,073	<b>131.7%</b>
Other Liabilities	343	1%	1,781	8%	(1,438)	<b>-80.8%</b>
<b>Total Liabilities</b>	<b>13,199</b>	<b>57%</b>	<b>12,967</b>	<b>58%</b>	<b>233</b>	<b>1.8%</b>
Shareholder's Equity	10,135	43%	9,207	42%	928	<b>10.1%</b>



# *Thank You*



*Smarter Solutions for a Smarter Future*